

The How-to's of Win-Win Negotiation For Managers and Supervisors

The Lakes Area ECI will host Kathy Peterson at Iowa Lakes Community College in Emmetsburg, Iowa on the above topic. From this workshop, you will learn to do the following:

Upon completion, participants should be able to:

- Set the tone for a conversation, keeping in mind intent is just as important as content.
- Learn to focus on problem resolution without letting the issue become personal
- Discover Problem Solving Strategies that help both parties win.
- Have difficult conversations around facts and expectations, not emotions and conclusions.
- Question and answer session.

Meeting Details

When: May 3, 2016

1:00 pm — 3:00 pm

Where: Iowa Lakes Community College,
Emmetsburg Campus Auditorium, 3200
College Drive, Emmetsburg, Iowa 50536

Cost: \$69.00 after April 1, 2016 which
includes light refreshment

Course # 65162

Registration is requested by Friday, April 29, 2016. Call IowaWORKS at 712-262-1971 x 126 or robert.becker@iwd.iowa.gov



Recertification Credit Hours Awarded: 0.0

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